AUTHOR INDEX 1989

	Issue *	Page
AGGARWAL, RAJ		
Managing Persistent Real Changes in Currency Values: The Role of Multinational Operating Strategies	3	60
AQUINO, THOMAS G.		
Philippine Telecommunications in the Asia-Pacific Region	1	73
BARBER, RICHARD		
Pacific Telecommunications: The Role of Regional Organizations	1	101
CHOUDHRY, YUSUF A.		
An Analysis of Attitudes of US Firms Towards Countertrade	2	31
CRAIG, C. SAMUEL		
Evolution of Global Marketing Strategy: Scale, Scope and Synergy	3	47
DAVIDSON, CHIN-SHU		
The New Age of Global Competition in the Semiconductor Industry: Enter the Dragon	4	60
DORDICK, HERBERT S.		
Telecommunications Deregulation in New Zealand: Testing the Limits of Non-Regulation	1	17
DOUGLAS, SUSAN P.		
Evolution of Global Marketing Strategy: Scale, Scope and Synergy	3	47
FORD, JOHN		
Export Distribution Channels	2	15
GILAD, BENJAMIN		
The Role of Organized Competitive Intelligence in Corporate Strategy	4	29
GILLESPIE, KATE		
US Multinationals and the Foreign MBA	2	45
GOEHLE, DONNA G.		
The Buy American Act: Is It Irrelevant in a World of Multinational Corporations	4	10
HOLDEN, ALFRED C.		
A Report-Card on US Official Export Finance Support	3	33
HUKILL, MARK A.		
Telecommunications Policies and Markets in the ASEAN Countries	1	43
JANISCH, H.N.		
Canadian Telecommunications in a Free Trade Era	1	5

* 1—Spring 2—Summer 3—Fall 4—Winter

	Issue	Page
JONES, RANDALL S.		
Japan's Expanding Role in World Financial Markets	3	3
JUSSAWALLA, MEHEROO		
Telecommunications Policies and Markets in the ASEAN Countries	1	43
KANE, MICHAEL J.		
The Impact of Transborder Data Flow Regulation on Large United States-Based Corporations	2	23
KEOWN, CHARLES F.		
Talking With the Dragon: Negotiating in the People's Republic of China	3	68
KHAMBATA, DARA		
Off-Balance Sheet Activities of US Banks: An Empirical Evaluation	2	3
KLINE, JOHN M.		
Trade Competitiveness and Corporate Nationality	3	25
KUO, EDDIE C. Y.		
The Singapore Telecommunications Sector and Issues Affecting Its Competitive Position in the Pacific Region	1	59
LOW, LINDA		
The Singapore Telecommunications Sector and Issues Affecting Its Competitive Position in the Pacific Region	1	59
MATSUURA, NANSHI F.		
Management Conflict and Foreign Direct Investment: The Case of Japanese Investment in South Korea	2	61
MCGEADY, MARY		
An Analysis of Attitudes of US Firms Towards Countertrade	2	31
MCKINNEY, JOSEPH A.		
Degree of Access to the Japanese Market: 1976 vs. 1986	2	53
NIGH, DOUGLAS		
The New US Joint Ventures in the USSR: Assessment and Management of Political Risk	2	39
ONN, FONG CHAN		
The Malaysian Telecommunications Services Industry: Development Perspective and Prospects	1	83
REED, JOHN S.		
Dawn of the Post-World War II Era	4	5
REHDER, ROBERT R.		
Japanese Transplants: In Search of a Balanced and Broader Perspective	4	17
RICKS, DAVID A.		
The Impact of Transborder Data Flow Regulation on Large United-States Based Corporations	2	23

	Issue	Page
ROSE, PETER S.		
Japanese Banks Inside the US: Dynamic Changes in Their Sources and Uses of Funds	4	45
SAGHAFI, MASSOUD M.		
The New Age of Global Competition in the Semiconductor Industry: Enter the Dragon	4	60
SATO, HARUMASA		
Telecommunications in Japan: After Privatization and Liberalization	1	31
SEIFERT, BRUCE		
Export Distribution Channels	2	15
SMITH, KAREN D.		
The New US Joint Ventures in the USSR: Assessment and Management of Political Risk	2	39
SOENEN, LUC A.		
Managing Persistent Real Changes in Currency Values: The Role of Multinational Operating Strategies	3	60
STEVENSON, RODNEY		
Telecommunications in Japan: After Privatization and Liberalization	1	31
STEWART, SALLY S.		
Talking With the Dragon: Negotiating in the People's Republic of China	3	68
STIFF, RONALD		
An Analysis of Attitudes of US Firms Towards Countertrade	2	31
TOH, MUN-HENG		
The Singapore Telecommunications Sector and Issues Affecting Its Competitive Position in the Pacific Region	1	59
TOYNE, BRIAN		
Product Modification and Standardization in International Markets: Strategic Options and Facilitating Policies	4	37
WALTERS, PETER G.P.		
Product Modification and Standardization in International Markets: Strategic Options and Facilitating Policies	4	37
WEIGAND, ROBERT E.		
The Gray Market Comes to Japan	3	18
YOSHIDA, KOSAKU		
Deming Management Philosophy: Does It Work in the US as Well as in Japan?	3	10

TOPIC INDEX 1989

	Issue *	Page
ACCOUNTING		
Dara Khambata—Off-Balance-Sheet Activities of US Banks: An Empirical Evaluation	2	3
BANKING		
Dara Khambata—Off-Balance-Sheet Activities of US Banks: An Empirical Evaluation	2	3
Peter S. Rose—Japanese Banks Inside the US: Dynamic Changes in Their Sources and Uses of Funds	4	45
CANADA		
H. N. Janisch—Canadian Telecommunications in a Free Trade Era	1	5
CHINA		
Sally S. Stewart and Charles F. Keown—Talking with the Dragon: Negotiating in the People's Republic of China	3	68
CORPORATE INTELLIGENCE		
Benjamin Gilad—The Role of Organized Competitive Intelligence in Corporate Strategy	4	29
COUNTERTRADE		
Yusaf A. Choudhry, Mary McGeady and Ronald Stiff—An Analysis of Attitudes of US Firms Toward Countertrade	2	31
John M. Kline—Trade Competitiveness and Corporate Nationality	3	25
EXPORT		
Alfred C. Holden—A Report-Card on US Official Export Finance Support	3	33
Bruce Seifert and John Ford—Export Distribution Channels	2	1
FINANCE		
Raj Aggarwal and Luc A. Soenen—Managing Persistent Real Changes in Currency Values: The Role of Multinational Operating Strategies	3	60
Alfred C. Holden—A Report-Card on US Official Export Finance Support	3	33
Randall S. Jones—Japan's Expanding Role in World Financial Markets	3	3

* 1—Spring 2—Summer 3—Fall 4—Winter

	Issue	Page
Dara Khambata—Off-Balance-Sheet Activities of US Banks: An Empirical Evaluation	2	3
Robert E. Weigand—The Gray Market Comes to Japan	3	18
GLOBAL CHANGE		
John S. Reed—Dawn of the Post-World War II Era	4	5
INVESTMENT		
Nanshi F. Matsuura—Management Conflict and Foreign Direct Investment: The Case of Japanese Investment in South Korea	2	61
JAPAN		
Randall S. Jones—Japan's Expanding Role in World Financial Markets	3	3
Nanshi F. Matsuura—Management Conflict and Foreign Direct Investment: The Case of Japanese Investment in South Korea	2	61
Joseph A. McKinney—Degree of Access to the Japanese Market: 1976 vs. 1986	2	53
Robert R. Rehder—Japanese Transplants: In Search of a Balanced and Broader Perspective	4	17
Peter S. Rose—Japanese Banks Inside the US: Dynamic Changes in Their Sources and Uses of Funds	4	45
Harumasa Sato and Rodney Stevenson—Telecommunications in Japan: After Privatization and Liberalization	1	31
Kosaky Yoshida—Deming Management Philosophy: Does It Work in the US as Well as in Japan?	3	10
JOINT VENTURES		
Douglas Nigh and Karen D. Smith—The New US Joint Ventures in the USSR: Assessment and Management of Political Risk	2	39
MALAYSIA		
Fong Chan Onn—The Malaysian Telecommunications Services Industry: Development Perspective and Prospects	1	83
MANAGEMENT		
Raj Aggarwal and Luc A. Soenen—Managing Persistent Real Changes in Currency Values: The Role of Multinational Operating Strategies	3	60
Nanshi F. Matsuura—Management Conflict and Foreign Direct Investment: The Case of Japanese Investment in South Korea	2	61
Douglas Nigh and Karen D. Smith—The New US Joint Ventures in the USSR: Assessment and Management of Political Risk	2	39

	Issue	Page
Sally S. Stewart and Charles F. Keown—Talking With the Dragon Negotiating in the People's Republic of China	3	68
Kosaky Yoshida—Deming Management Philosophy: Does It Work in the US as Well as in Japan?	3	10
MANUFACTURING		
Peter G. P. Walters and Brian Toyne—Product Modification and Standardization in International Markets—Strategic Options and Facilitating Policies	4	37
MARKETING		
Susan P. Douglas and C. Samuel Craig—Evolution of Global Marketing Strategy: Scale, Scope and Synergy	3	47
MBA DEGREES		
Kate Gillespie—US Multinationals and the Foreign MBA	2	45
MULTINATIONALS		
Raj Aggarwal and Luc A. Soenen—Managing Persistent Real Changes in Currency Values: The Role of Multinational Operating Strategies	3	60
Kate Gillespie—US Multinationals and the Foreign MBA	2	45
PACIFIC TELECOMMUNICATIONS		
Thomas G. Aquino—Philippine Telecommunications in the Asia-Pacific Region	1	73
Richard Barber—Pacific Telecommunications: The Role of Regional Organizations	1	101
Herbert S. Dordick—Telecommunications Deregulation in New Zealand: Testing the Limits of Non-Regulation	1	17
Mark A. Hukill and Meheroo Jussawalla—Telecommunications Policies and Markets in The ASEAN Countries	1	43
H. N. Janisch—Canadian Telecommunications in a Free Trade Era	1	5
Linda Low, Mun-Heng Toh and Eddie C. Y. Kuo—The Singapore Telecommunications Sector and Issues Affecting Its Competitive Position in the Pacific Region	1	59
Fong Chan Onn—The Malaysian Telecommunications Services Industry: Development Perspective and Prospects	1	83
Harumasa Sato and Rodney Stevenson—Telecommunications in Japan: After Privatization and Liberalization	1	31
PHILIPPINES		
Thomas G. Aquino—Philippine Telecommunications in the Asia-Pacific Region	1	73

	Issue	Page
SEMICONDUCTORS		
Massoud M. Saghafi and Chin-Shu Davidson—New Age of Global Competition in the Semiconductor Industry: Enter the Dragon	4	60
SINGAPORE		
Linda Low, Mun-Heng Toh and Eddie C. Y. Kuo—The Singapore Telecommunications Sector and Issues Affecting Its Competitive Position in the Pacific Region	1	59
SOUTH KOREA		
Nanshi F. Matsuura—Management Conflict and Foreign Direct Investment: The Case of Japanese Investment in South Korea	2	61
STRATEGY		
Benjamin Gilad—The Role of Organized Competitive Intelligence in Corporate Strategy	4	29
TRADE		
Yusaf A. Choudhry, Mary McGeady and Ronald Stiff—An Analysis of Attitudes of US Firms Toward Countertrade	2	31
Donna G. Goehle—The Buy American Act: Is It Irrelevant in a World of Multinational Corporations?	4	10
John M. Kline—Trade Competitiveness and Corporate Nationality	3	25
TRANSBORDER DATA FLOW REGULATION		
Michael J. Kane and David A. Ricks—The Impact of Transborder Data Flow Regulation on Large United States-Based Corporations	2	23
NEW ZEALAND		
Herbert S. Dordick—Telecommunications Deregulation in New Zealand: Testing the Limits of Non-Regulation	1	17
USSR		
Douglas Nigh and Karen D. Smith—The New US Joint Ventures in the USSR: Assessment and Management of Political Risk	2	39